



EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

April 11, 1980

- 0975 Soybeans (Australia). Wishes soybeans, 3,000 tons, "big bean" for consumption, bulk packaging. Delivery mid May 1980. Quote FOB. Bank ref: Anz Bank, Elizabeth Street, Brisbane 4000. Contact: Mr. McLauchlan, McLauchlan Enterprises, P.O. Box 92, Salisbury, North Queensland 4107, Australia. Phone: 488322.
- 0976 Soybean meal (New Zealand). Needs soybean meal, 18 tons (1 container load), 49 solvent extracted dehulled soybean meal, in 100 lb. bags or equivalent. Delivery as soon as available. Quote C&F. Bank ref: Bank of New Zealand, P.O. Box 1461, Christchurch. Contact: Alaster McDonald, Alex McDonald Merchants Ltd., P.O. Box 16120 Christchurch, New Zealand. Telex: NZ4585. Phone: (03) 499156 Christchurch.
- 0977 Pork lard (Bolivia). Desires to obtain 100 tons of pork lard shipped in tin cans or hard plastic containers (barrels). Contact: Imexcor, Casilla 1676, Cochabamba, Bolivia.
- 0978 Strawberry plants (Ecuador). Seeks strawberry (plants everbearing), 12,000 plants, high quality, normal customs for export packaging. Delivery early May 1980. Quote CIF and FOB air to Quito. Bank ref: Banco Del Pichincha, Venezuela y Espejo. Contact: Jorge Wilson Almeida Acosta, Ave. Rodrigo De Chavez 720 Quito, Ecuador. Phone: 219-820 or 264-737.
- 0979 Rice (Trinidad). Wants to buy white rice, 11,000 metric tons, lowest grade and 20-30% broken, packed in 50 kg sacks. Delivery preferably in 3 different shipments. Phytosanitary certificate of country of origin. Samples requested by registered airmail. Quote lowest possible FOB and CIF price white rice. Bank ref: Bank of Commerce of Trinidad & Tobago Ltd., Kapok, Maraval Road, Port of Spain, Trinidad. Contact: Arthur Reid, Managing Director, Blue Marine Services, 69 Dundonald Street, Port of Spain, Trinidad. Telex: 319 HILTON NG. Phone: 62-36562.
- 0980 Trees (France). Would like to purchase punica granatum common, pomegranate trees. Quote CIF Le Havre. Contact: Andre Mariotti, Ets. Mariotti, 6, Avenue De Corinthe, 13006 Marseille, France. Phone: 16 (91) 79 64 87.
- 0982 Meat, bone & fish meal (Syria). Tender closing April 28 for 4,000 mt meat & bone meal, & 4,000 mt fish meal. Meat & bone meal G. protein 50% min., moisture 10% max., digestibility 88% min., fat w/antioxidants 10%, fibers 2.8% max., ash 33% max., calcium 9% max., digestible phosphorus 4.5% min., 2,000 mt May and June; fish meal humidity 10% max., G. protein 65%, Dig. protein 90% min., fat w/antioxidants 10% max., fibers 1% max., phosphorus Av. 2.2% min., sand & salt 5%, 2,000 mt May & June. Bagged in 2 polyethylene bags. 2% bird bone. Commerce Bank of Syria, Branch 6 (Telex: 11351 SY) replaced upon confirmation by

5% performance bond. Analysis certificate required, producers only. Quote C&F terms net weight without commission. Inspection at loading and destination ports. Contact: Dr. A. K. Eido, Gen. Director, General Organization for Fodder (GOF), P.O. Box 4797 Damascus, Syria. Telex: ALAF, 11089 SY. Cable: ALAF, Damascus. Phone: 221689 and 221893.

- 0983 Tallow (Egypt). Tender closing date April 23 under AID Loan 263-K-052/Grant 0119 for 18,000 mt, Fancy and/or Extra Fancy inedible tallow, 4,000 mt in drums and 14,000 mt bulk. Extra Fancy tallow, free fatty acid (oleic) - 3% max., titre 41° c min., color (red 5) in lov., (yellow 35) 5¼ inch or FAC 5 max., MIU - 1% max., Fancy tallow, free fatty acid (oleic) - 4% max., titre - 41° c min., color (red 10-13) in lov., (yellow 35) 5¼ inch or FAC 7, MIU - 1% max., Delivery 7,000 mt, in bulk June; 2,000 mt, in drums June; 7,000 mt in bulk, July; 2,000 mt in drums, July. Full details from buyer below. Contact: Arab Republic of Egypt General Authority for Supply Commodities, 24 Gouhoria Street, Cairo Egypt. Cable: "ESTRAM" Cairo. Telex: 92062 ESTRAM Cairo.
- 0984 Chicken (Greece). Import/export agent wants 5,000 tons of broilers and 2,000 tons of hens. Quote FOB any U.S. port. Prefers replies by telex. Contact: Konstantinos Mavr Matis, 206 Syngrou Ave., Athens, Greece. Telex: 219093 KNM GR.
- 0985- Soybean meal & corn (England). Wishes 3,000 tons per annum soybean meal;
0986 1,000 - 1,500 tons per annum corn for animal feed. Packed in 50 kilo bags. Quote CIF Basrach, Iraq. Bank ref: First National City Bank, Strand, London WC2. Contact: Mr. O.K. Fataka, Fataka Factory, 45 Chelsea Manor Gardens, London SW#, England. Telex: 928548 INTERSEAL LDN. Phone: 01-351-1311.
- 0987 Cut flowers (West Germany). Would like fresh flowers and fresh natural greens. Bank ref: Volksbank Kerpen Eg. Contact: Moka-Flor Blumenimport GMBH, Postfach 45 4173 Kerpen 2, W. Germany. Telex: 80WWII. Phone: 2833/7570-1.
- 0988 Soybeans (West Germany). Firm anticipates initial purchase of 100,000 tons soybeans. Bank ref: Deutsche Bank Ag, 4100 Duisburg. Contact: Friedrich Wilhelm Str. 61, Duisburg, West Germany. Telex: 203-20776. Phone: 8551206.
- 0989 Snack foods (West Germany). Wishes natural snacks: dried fruits, nuts, mixtures. Minimum of one container per shipment, with good quality. Packed in consumer size bags. Delivery as soon as possible. Quote C&F Antwerp. Bank ref: Kreissparkasse Aachen. Contact: Lothar Diezel, Trawigo GMBH & Co., KG, D-5100 Aachen, P.O. Box 1186, Germany. Telex: 8 32 9508 (ANSWER BACK: TRA D). Cable: TRAWIGO WUERSELEN. Phone: 082405-61-219.
- 0990 Canned products (Japan). Needs canned products: black berries & blue berries, sour sweet cherries, corn potage soup, jam, etc. One container load for combined shipment, appropriate packaging for institutional use; immediate delivery. Specific information to include complete ingredient statement required. Quote C&F. Bank ref: Tokai Bank Umeda Brnach, Osaka, Daiwa Bank, Umeda Branch, Osaka. Contact: Masami Yamada, Kyodo Food Products Co., Ltd., c/o Nisshin Bldg., 13-5 Togano-Cho, Kita-Ku, Osaka, Japan. Telex: 523-4310, KYODO J. Cable: UMEDAKYOSHOKU. Phone: 06-315-6360.

- 0991 Coffee (Japan). Would like regular coffee, one container load. Quality: Coffee contained in paper and/or cloth bags and boiled in pot before drinking. Sample and specific information required. Appropriate packaging for export, immediate delivery. Quote C&F and/or CIF. Bank ref: Mitsubishi Bank Main Office. Contact: Eiichi Kagesawa, Tokyo Boeki Ltd., 11, 2-Chome, Kabuto-Cho, Chuo-Ku, Tokyo, Japan. Telex: J22453. Cable: TOMAS Tokyo. Phone: 553-5674.
- 0992 Flour (Honduras). Wishes white wheat flour, packed in 100 lb. bags, for commercial and institutional use. Buyer wants supplier responses as soon as possible. Quote CIF Puerto Cortes or San Lorenzo, against Letter of Credit or suppliers' terms: also FOB price list. Contact: Emilio Scheib, Manager, Scheib Commercial, Apartado Postal 679, Tegucigalpa, D.C., Honduras. Phone: 227819, and 225706.
- 0993 Chicken legs (Spain). Wants frozen chicken legs for sale in the Canary Islands. Bank ref: Banco de Vizcaya, PL. Cataluna, 21, Barcelona 2, Spain. Contact: A.M.M. - Alberto Martinez Mariagna, Sepulveda, 41 - Despacho 11, Barcelona 15, Spain. Telex: 50820 AMMI E. Phone: 34/3253558.
- 0994 Joint venture food distribution (Saudi Arabia). Company planning to set up a food distribution business in Saudi Arabia and is seeking a U.S. partner. The U.S. firm should have well established, substantial food distribution business in the United States, primarily wholesale, but preferably with retail outlets as well. U.S. partner would be required to participate up to 25% in the financial outlay, which is estimated to be U.S. dols 35-40 million. Contact: Saudi Construcion Company, P.O. Box 8023, Riyadh, Saudi Arabia. Telex: 200228 RUHSCC SJ. Phone: 62835, 4785453..
- 0995- Eggs, butter (France). Needs chickens eggs, white shells, 55/60 grs. - 60/65
0996 grs., 1.5 million units per month. Sea freight/refrigerated containers, and butter, 82% fat, without salt, white, 2,000 tons monthly. Reply in French or English. Bank ref: Banque De Placements et de Credit, 2 Avenue de Grande Bretagne, Monte Carlo, Monaco. Contact: Jean Lagrave, Manager, Intercontinental Import-Export, 27 Boulevard Dubouchage, 06000 Nice, France. Telex: 970596F. Phone: (93) 80 42 73.
- 0997 Fish (Switzerland). Wants following frozen fish types: herring 10-15% fat content, headless-gutted or butterfly cut, or round frozen, bulk; mackarel 16-23% fat content, round frozen or 10-15% fat content, butterfly cut, bulk; dog fish belly flaps, size 25-30 cm, bulk; hake fillets, 150-180 grs each, 4 kilo cartons; black halibut, headless-gutted, full-trimmed, 2-3 kilo fish, max. 10% water, block or other packaging; and herring, German type marinated fillets, 8-14 pieces to kilo in 100 kilo barrels. Quote CIF N. European port or FOB Eastern U.S. port for container lots. Bank ref: Credit Swiss, 1203 Geneva. Contact: Marcel E. Perrenoud, MEP SA, 10 Rue Du Temple, 1211 Geneva 11, Switzerland. Telex: 289636 MEP CH. Phone: 022 31 54 69.
- 0998- Fruits & vegetables (Belgium). Belgian firm interested in importing fresh
0999 fruits: kiwi, avocado, melon, pineapple, strawberries, mango, citrus fruits, etc. and vegetables. Quotations CIF Antwerp or FOB U.S. ports. Bank ref: Barclays Bank International Ltd. Contact: J. P. Vercruysse, Dalgety Brussels S.A., Avenue Louise 437, Box 18, B-1050 Brussels, Belgium. Telex: 61654 DALBRU B. Phone: 02/647.41.68 or 647.02.78.

- 1000 Grocery lines (Egypt). Would like to represent manufacturers of grocery items, especially dairy products, canned seafoods, margarine, specially meat, and canned fruits and vegetables. Contact: Mohamed A. Orfy, Triport, 22, Abdel Khalik Sarwat Street, Cairo, Egypt or 16 Street 78 Maadi, Cairo, Egypt or P.O. Box 112 Maadi, Cairo, Egypt. Cable: IMPOTRY, Cairo, Egypt. Phone: 36427.
- 1001 Chicken (Jordan). Jordanian firm interested in receiving immediate telex offers for 5,000 tons frozen chickens, without giblets. Weight each bird should be 800 to 1,300 grams. Offer requested for local tender and has to be submitted within one week. Contact: Naser El Taher, Zakaria El Taher, P.O. Box 1821, Amman, Jordan. Phone: 38995. Telex: 21623 TAHER JO.
- 1002 Grocery lines (Jordan). Jordanian Military Consumers Establishment wishes to receive direct offers for all types of food stuffs. Offers should be sent direct. Contact: Col. Jamil Al Quaisi, The Military Consumers Establishment, P.O. Box 19030, Amman, Jordan.
- 1003- Cotton seeds, corn (Hong Kong). Wants 300 mt per year (first shipment of
1004 30 mt urgent) cotton seeds, No. 15; feeding corn 10,000-20,000 mt per year. Bank ref: Korea Exchange Bank, Kowloon Branch, Nathan Road, Hong Kong. Contact: J. S. Hyun, New Continental Exchange Co., J. Hotung House, Room 320, 5-15 Hankow Road, Kowloon, Hong Kong. Telex: 85876 KEC HX. Phone: 3-682556, 3-662603.
- 1005- Oranges, grapefruit, lemons (Belgium). Wants fresh Valencia oranges, pink
1007 grapefruit, & lemons, 1-3 containers per week of about 1,300 cartons each (all 3 fruits combined or at least two out of three). First quality sizes: 72, 88 & 113 for oranges; 32, 36, 40, 48 & 56 for grapefruit; 95, 115, 140 & 165 for lemons. Packed in cartons weighing each 16 kilos net, for delivery from June through September. Quote CIF Antwerp or FOB U.S. port. Bank ref: Banque Bruxelles-Lambert. Contact: Felix Kohner, Ets. Richard Kohner, Avenue Henri Pauwels, 16, B-1200 Brussels, Belgium. Telex: 26700 RENHOK B. Cable: RENHOK BRUXELLES. Phone: 02/770.33.00.
- 1008 Powdered milk (Switzerland). Needs powdered milk and other milk products. Bank ref: BEF Fribourg, UBS Bulle, BGG Bulle. Contact: D. Ropraz, Milco S.A. Sorens, 1631 Sorens (Suisse), Switzerland. Cable: MILCOSA Sorens. Telex: 17-5098. Phone: (029) 5 19 33.
- 1009 Tobacco (Ghana). Needs leaf tobacco (Virginia tobacco) any type or grade) & other tobacco unprocessed. Bank ref: Industrial Area Branch, Accra, Ghana. Contact: Mr. R. Turkson, Kobje Ltd., P.O. Box 01849; Osu-Accra, Ghana. Phone: 26730. Cable: KOBJE LTD.
- 1010- Beans, lentils, nuts, seeds, popcorn, chick peas & rice (West Germany). Wants
1016 container loads of all types of beans and lentils; pistachios, pumpkin & sunflowerseeds, raw, unroasted and unsalted; popcorn. Sesame seeds; chick peas; long grain rice; and peanuts. Packed in bags. Quantity depends on sample and price. Quote CIF. Bank ref: Bayerische Vereinsbank, Lorenzerplatz 21, 8500 Nuernberg, West Germany. Contact: M. Ataman, M. Ataman- Import-Grosshandel, Industriestr. 23-27, 8500 Nuernberg, Germany. Telex: 06-23826. Phone: 0911-41094.

- 1017 Hydro culture materials (Malaysia). Needs hydro-culture materials for houseplants. Quality not specified. Exporters specifications. Prompt delivery. Quote C&F Port Kelang. Bank ref: Habib Bank, Petaling Jaya. Contact: Chin San, Damansara Nursery, 49, 7th Mile, Jalan Damansara, Kuala Lumpur, Malaysia. Phone: (03) 783-337.
- 1019- Meats, grocery lines (Sweden). Wants ready cut meat and canned foods. Contact:
1020 Tommy Sahlsten, Brostroms Handels AB, Polstjarnegatan 6, S-402 74 Goteborg, Sweden. Cable: BROSTROMTRADE. Telex: 2521 BROTRAD S. Phone: 031/61 60 00.
- 1021 Potato seed (Costa Rica). Needs 500 tons of potato seed combination of Sebago, Red Pontiac & Kennebeck. Quality certified or registered. Packed in 50 kg. sacks, for delivery April and May. Phytosanitary certificate from country of origin required. Quote CIF and FOB. Bank ref: Banco Anglo Costarricense. Contact: ING. Alberto Vargas, Oficina Nacional De Semillas, Apartado 10.309, San Jose, Costa Rica. Phone: 23-36-03.
- 1022 Dehydrated onions (Colombia). Would like dehydrated white onions in powder or flakes, about 100 tons annually in 5 shipments of 20 tons each, 100% pure white onion, packed in bags or packages usually used for exports. Delivery as soon as possible. Wants to receive 2 kilo sample. Bacteriological analysis required. Quote FOB Gulf. Bank ref: Banco De Bogota, Sucursal Los Andes. Contact: Enrique Marquez Rafael Ortega, Vegetables Deshidratados, Calle 75 No. 4-45, Office 201, P.O. Box (Apartado) 10667, Bogota, Colombia. Cable: GUIMAR. Phone: 248-6613 or 236-9773.
- 1023 Corn, beans, sugar, fishmeal (Honduras). U.S. management consultant presently in Honduras wants quotes CIF Puerto Cortes, Honduras, for 7,000 mt No. 3 yellow corn, and two pound sample, and 2,000 mt small, red, Mexican type beans; quotes CIF Dubai for 1,000 mt refined sugar; and quotes CIF or C&F Trieste or Rejoca, Italy, for 300 mt fishmeal in new double jute bags, moisture not exceeding 10%, crude protein 60-70%, urea not exceeding 3%. Guaranteed free of Salmonella and harmful bacteria. Bank ref: First Trust & Deposit Co., Syracuse, New York 13210. Contact: Dr. Carol Cross, Coxen Hole, Roatan, Islas de la Bahia, Honduras. Cable: ASKIA. Phone: (315) 378-7342.
- 1024- Canned fish, meats, beans & vegetables (Greece). Needs tuna fish canned, client
1027 will import about 5,000 cartons per annum (carton's average weight: 12 kgr) Mackerel canned (5,000 cartons P.A.). Sardines canned (7,000 cartons P.A.) and beans canned (7,000 cartons P.A.) and vegetables (carrots, 3,000 cartons P.A.) peas, 5,000 cartons P.A. okra 7,000 cartons P.A. Annual sales potential for all above products about \$175,000. Contact: Stavros G. Sitarenios, Manager, Kimon Trading Company O.E., P.O. Box 29 Zografou, Athens, Greece. Cable: KIMONTRAD. Phone: 01130/1/6912322. Telex: 219984 KIMO GR.
- 1028- Canned fruits, vegetables, jams, canned specialties, dehydrated products, pickled
1032 foods, & canned soft drinks (United Arab Emirates). Wishes to buy fruits, vegetables, preserves, jams, jellies, canned specialties, canned food products dried and dehydrated, pickled fruits and vegetables and sauces and soft drinks and mineral water-bottled, canned. Contact: Lal Ganwani, Managing Director, Lal's Trading Company Ltd., P.O. Box 811, Ajman, United Arab Emirates. Telex: 69553.

- 1033- Cake and pie fillings, wheat flour, food colorings, sugar, & dried eggs
 1037 (Honduras). Wants cake or pie fillings, packaged in bulk, for bakeries; white wheat flour, in bulk, for bakeries; colorings, for foods; confectioners' sugar, powdered, cane; packed in bulk for bakeries and dried powdered eggs, packed in bulk for bakeries. Buyer wants supplier responses as soon as possible. Quote CIF Puerto Cortes or San Lorenzo, against Letter of Credit or suppliers' terms; also literature and price lists. Contact: Juliana De Machado, Manager, Reposteria El Hogar, Col. SA., Felipe, Apartado Postal No. 54, Tegucigalpa, H.C., Honduras. Phone: 325431.
- 1038- Canned peaches, strawberry jam and orange jam, almonds, vegetable oil (Japan).
 1041 Desires to buy canned peaches, strawberry jams, orange jams, almonds, sliced and roast, and salt-free vegetable oil margarines for confectionery. Company requests price brochures and, if possible, some samples. Contact: Makoto Kudo, Director, Senshuan Seika Co., Ltd., (Senshuan Confectionery Co., Ltd.), Nishi 3, Minami 3, Chuo-Ku, Sapporo 060, Japan. Telex: 0934525 SENSU J. Phone: 011-251-6131.

Foreign Trade Developments

American Fun Foods Festival. The Foreign Agricultural Service invites members of the U.S. snack food industry to participate in the first U.S. snack food exhibit to be held in Japan. This "trade-only" exhibit will be held at the U.S. Trade Center, Tokyo, Japan, August 25-26, 1980. It will feature U.S. snack food items, ingredients for snack foods, and confectionery items, and will be directed to both the retail and institutional trade. Only twenty-eight (28) firms can be accommodated at the Trade Center in Tokyo for this event. Space will be assigned on a "first-come, first-served" basis. Each participating company must provide a qualified sales representative who can write orders for the items being promoted. The participation fee is \$400. For details contact Ms. Billie Tovell, Foreign Agricultural Service, USDA, Washington, D.C. 20250. Phone: (202) 447-7777.

EC Allocation U.S. High Quality Beef Quota. As the result of a meeting held in Brussels on April 9, the EC Commission has announced the following regarding the U.S. quota for high quality beef: 1. Requests for import permits will be accepted from EC importers by member states during the period May 2-12. 2. The EC Management Committee will meet on May 19 to allocate and issue import permits. 3. The effective date of the permits will be May 30 and they will be valid for 90 days. 4. The volume to be allocated will be 5,000 mt. 5. The allocations for the third and fourth quarters will be 3,000 mt and 2,000 mt respectively.

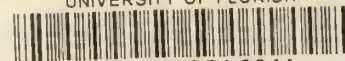
Export Procedure EC High Quality Beef Quota for U.S. Representatives of the European Economic Community and the USDA have reached an agreement which will implement the annual quota of 10,000 mt of U.S. quality beef for shipment to the EC. 1. Import permits will be issued quarterly to EC importers on an EC wide basis--not on a country basis. 2. The quotas may vary from one quarter to the next. 3. High quality beef is defined as: "Carcasses or any cuts from cattle not over 30 months of age which have been fed for 100 days or more on a nutritionally balanced, high energy feed concentration ration containing no less than 70% grain and at least 20 pounds total feed per day. Beef graded U.S. "Choice" or "Prime" automatically meets the definition above." 4. The duty will

be 20% ad valorem, but the variable levy, which has been 114% of the CIF value of the meat, will be waived on beef certified for authenticity. 5. Beef may be shipped only from plants that are certified for the country of destination and all health requirements of that country must be complied with. 6. The EC will require that a Certificate of Authenticity accompany each shipment. This certificate will be issued and signed by a MPI, FSQS, USDA official. Under this arrangement U.S. plants must notify the MPI official prior to the preparation of the product for shipment so the official can supervise the movement of the product and issue the Certificate of Authenticity.

WARNING--Products arriving in any EC country without the Certificate of Authenticity will be subject to the variable levy.

7. The EEC will maintain the discipline controlling the 10,000 metric ton quota. MPI, FSQS will forward a copy of the Certificate of Authenticity to FAS/DL&P for routine monitoring. If there are any questions please contact your FSQS Meat Inspector, or USMEF-Denver, Telephone: (303) 399-7151, or DL&P Div., FAS/USDA/Washington, D.C. (202) 447-3899.

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